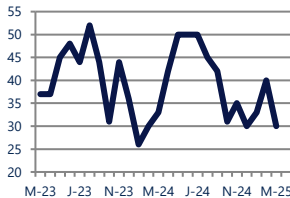


THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: **CITY OF WAYNESBORO HOUSING MARKET**

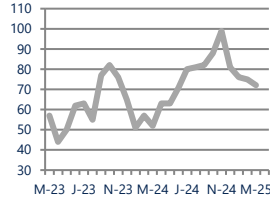
MARCH 2025

Units Sold 30



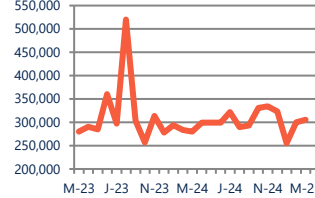
Down -9%
Vs. Year Ago

Active Inventory 72



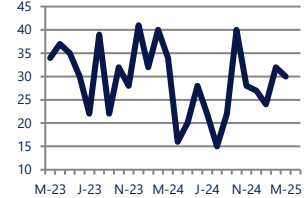
Up 38%
Vs. Year Ago

Median Sale Price \$305,725



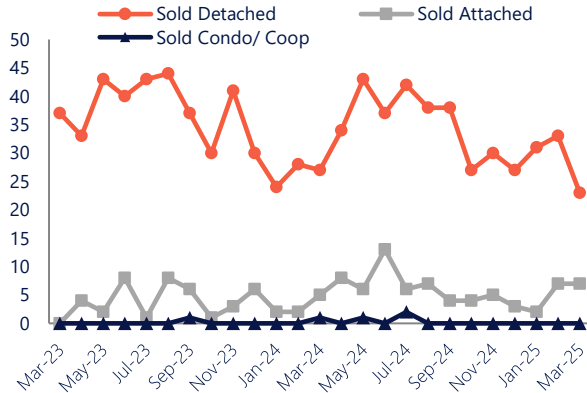
Up 9%
Vs. Year Ago

Days On Market 30



Down -12%
Vs. Year Ago

Units Sold*



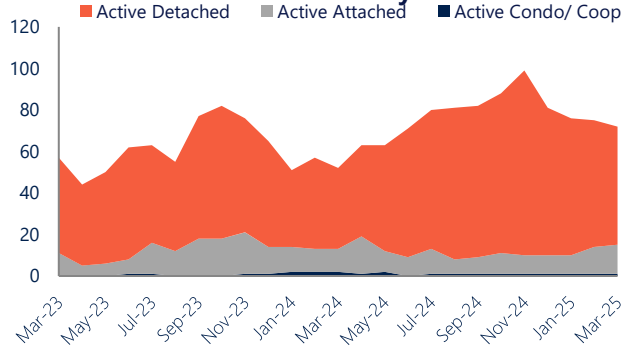
Units Sold

There was a decrease in total units sold in March, with 30 sold this month in City of Waynesboro versus 40 last month, a decrease of 25%. This month's total units sold was lower than at this time last year, a decrease of 9% versus March 2024.

Active Inventory

Versus last year, the total number of homes available this month is higher by 20 units or 38%. The total number of active inventory this March was 72 compared to 52 in March 2024. This month's total of 72 is lower than the previous month's total supply of available inventory of 75, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for City of Waynesboro Homes was \$280,000. This March, the median sale price was \$305,725, an increase of 9% or \$25,725 compared to last year. The current median sold price is 2% higher than in February.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

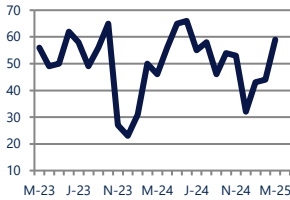
THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: **CITY OF WAYNESBORO HOUSING MARKET**

MARCH 2025

New Listings

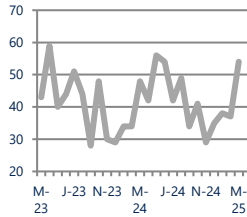
59



Up 28%
Vs. Year Ago

Current Contracts

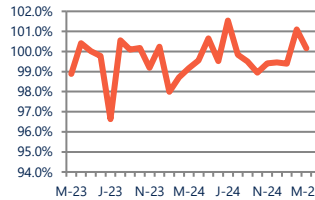
54



Up 13%
Vs. Year Ago

Sold Vs. List Price

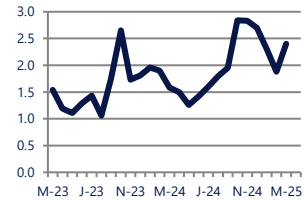
100.2%



Up 1%
Vs. Year Ago

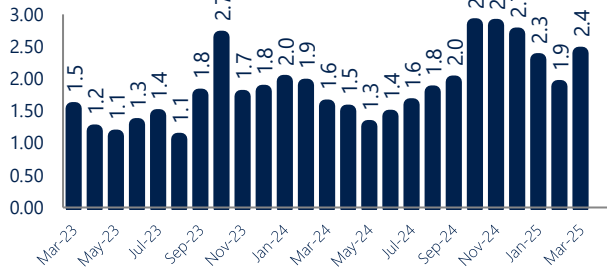
Months of Supply

2.4



Up 52%
Vs. Year Ago

Months Of Supply



Months of Supply

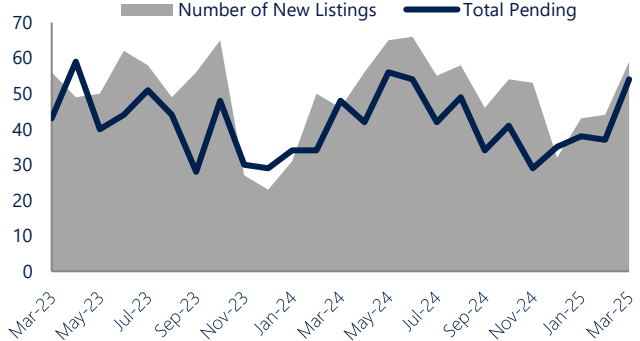
In March, there was 2.4 months of supply available in City of Waynesboro, compared to 1.6 in March 2024. That is an increase of 52% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

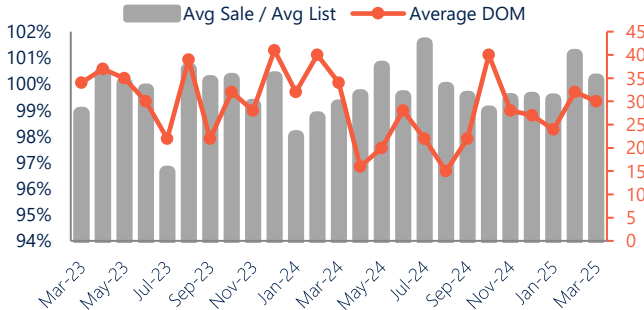
New Listings & Current Contracts

This month there were 59 homes newly listed for sale in City of Waynesboro compared to 46 in March 2024, an increase of 28%. There were 54 current contracts pending sale this March compared to 48 a year ago. The number of current contracts is 13% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in City of Waynesboro was 100.2% of the average list price, which is 1.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 30, lower than the average last year, which was 34, a decrease of 12%.